

SPORS ^{BIG} PROFIT ^{BOOK} FOR SALESMEN



AND
COUPON WORKERS
SALES OPERATORS
CREW MANAGERS

SPORS IMPORTING Co.

EXPORTERS & WHOLESALERS
LE CENTER, MINN.

Salesmen-



Here Is YOUR OPPORTUNITY

In presenting this new 1933 book of merchandise for salesmen, we are offering you the finest line of quick-action profit-makers that we have ever had and we think one of the most attractive lines in the whole country. You will find there is something distinctively different between Spors merchandise and that of the average concern, for it is the result of many years of experience, not only in buying from every corner of the globe, but in the actual work of selling one article at a time, just as you will sell. We know what sells quickly, easily, and we know where and how to buy the right sort of things for you to handle. We know that what you want is a chance of making a good living and some extra profit besides, and that you want low prices and good merchandise instead of a lot of bunk and advice about selling. Offer our goods to your customers and you will be on the right track to building a nice independent sales business.

New Goods--New Prices

There are many new items in this catalog and many new prices on some of the old favorites that have always proven such good sellers. Every article in this book can be sold, but we advise that you pick out a few specialties and spend your time with them. Pick out the ones best fitted to the class of people with whom you come in contact. Carry a good stock of supplies. Learn to talk about them intelligently. See as many people as you can every day.

In the above few words we have told you the whole secret of sales success.

The Spors Plan

It was in just this way that Frank Spors, president of this company, started out, some years ago, as an agent selling principally a line of good fountain pens and from it has been built today's big business that supplies agents throughout the world with a sensible selection of sales goods and does a business of nearly a half million dollars a year.

The Spors plan is one of fair dealing and a money-back guarantee that does not let the agent get stuck with a lot of merchandise that he cannot sell in his locality. The money-back guarantee is the biggest and strongest help that was ever offered to

sales agents and because of it many of those who buy from Spors have been able to make a success where it would have otherwise been impossible.

Three Spors brothers operate the Spors Importing Company. They have located their establishment in a prosperous community in southern Minnesota, where the low cost of operation, including office expenses, suitable shipping facilities, efficient clerical and factory help keep down the expenses that are usually met with in a large city.

At various seasons of the year 70 to 105 people are employed. They are anxious to give salesmen quick and accurate service. Ten typists, six girls in the mailing department, six more in the file and checking department, and from eight to twelve in the shipping department. In the manufacturing department there are fifteen girls constantly sorting, stringing and boxing pearls, and it



FRANK SPORS
President



ALBERT SPORS
Advertising and
Sales Manager



BEN SPORS
Purchasing Department

takes ten experts to keep the pen department going. A small modern printing plant complete with all equipment necessary, operated by four workers, supplies stationery, etc., for office and agents' use, also takes care of printing orders sent in by agents. During rush seasons in each department, the number of employees is doubled to take care of orders.

Remember that this business was started with practically no capital and to get it going Frank Spors himself went out selling pens just like any other agent. Real service has built the present big organization and volume, and it will continue to grow because of a strict policy of honesty and fair dealing. A thorough knowledge of merchandise and agents' problems assures continued success for the company and salesmen working for it. No matter how large it grows the business will always continue to be personally managed by the founder on a friendly and fair plan.

Our Money-Back Guarantee

Our liberal money-back guarantee proves to you beyond a doubt that we have absolute confidence in our goods and in the ability of our salesmen to sell them. It is this money-back guarantee that prevents our salesmen from losing a lot of their profits in dead stock. It reads as follows:

"We absolutely agree to refund your money (less 10% for handling charges) for any merchandise that you cannot sell, or do not wish to keep, returned to us in first-class condition in sixty days."

Think what such a guarantee means! Suppose that you buy one hundred pens and sell eighty of them, then find that nobody else in your territory wants another pen. Ordinarily you would be stuck with the other twenty and your profits would be tied up and all your work would be for practically nothing. If you bought them from us you could simply ship them back (within, of course, the sixty-day limit) and either get your money back or exchange them for other merchandise.

Salesmen sometimes make mistakes in picking out the class of merchandise they can sell under their local conditions and if they are stuck with goods they cannot get rid of they not only lose money but become discouraged and pass up the profitable business of selling for manual labor or something that does not give them the opportunity to get ahead.

Our salesmen are never caught in this fix, due to this liberal money-back guarantee. We do not lose money by it for what you cannot sell some other man can, and it is the same way with him, and thus everybody gets the things that they like to sell best, can make the most profit on and never get caught with their profits all tied up. Deal with Spors and get a square deal!

Now—Pick Out Your Lines

Go through this catalog carefully. Order samples of the items you think you can sell best and try them out. If you are an experienced salesman and "know the ropes" you will be surprised at the low prices we offer and will know just how to select the goods you would rather sell. Your orders will get prompt attention, your business will be appreciated and we guarantee that every item offered will prove satisfactory, or your money will be refunded.

TERMS STRICTLY CASH
20% must be sent with all C. O. D. orders

SPORS IMPORTING CO.
LE CENTER, MINN.

Terms

OUR terms, regardless of rating, are strictly cash or 20% with order, balance C. O. D. Positively no credit. This need be no reflection on your honesty or your privilege to charge goods at other places. It is simply our method of doing business and is one of the reasons why we are able to offer such remarkably low prices on merchandise, as we buy in exactly the same way and get full benefit of all discounts and all special deals.

References

Read these two reproduced letters from banks. They will tell you how responsible we are. Our business is firmly established, has been built from nothing to a big institution in a solid, substantial way and every year we are making it bigger. You can, therefore, feel absolutely safe in dealing with us.



LE CENTER, MINN.

April 26, 1931

We have been well acquainted with Spors Importing Company since they started business here several years ago.

We have had considerable dealings with them and have always found them to be reliable and trustworthy.

Mr. Frank Spors is owner of above firm, and we consider him an excellent business man. Their sales almost doubled during the year as shown by their statements, and they appear to be enjoying a steady increase in business this year. We cheerfully recommend this firm to your favorable consideration, and we believe you will find them entirely satisfactory.

H. S. [Signature]
President.

First State Bank

CAPITAL AND SURPLUS \$30,000

Le Center, Minn.

April 26th, 1931

The Spors Importing Company, has been a customer of this bank since they commenced business in this community, about eight years ago.

We have always found them prompt and reliable in their business affairs with us in every way. Their sales have grown from a small sum to a large volume annually, as shown by their statements, which we believe is good evidence of their trustworthy methods of handling their customers.

We are personally acquainted with Mr. Frank M. Spors, the owner and active manager of this firm, and know him to be of good character and ability.

We therefore cheerfully recommend the firm to give satisfaction to anyone who may have occasion to transact business with them.

Respectfully,

W. E. [Signature]
Cashier

An Amazing Big Value Flavor Deal

A \$3.20 value! Sells for only 99c. You make 100% profit!

No. D40. This deal consists of the following:

- \$1.00 Bottle Vanilla Flavor.
- \$1.00 Bottle Lemon Flavor.
- .60 Bottle Orange Flavor.
- .60 Bottle Maple Flavor.

\$3.20 Total Value.

Give the Necklace FREE!

Shipping weight, each deal, 4 lbs.

Wholesale Selling Outfit, Packed in Attractive Case, as Illustrated... **95c**

WHOLESALE PRICES OF THIS DEAL

- Dozen Lots, Without Boxes, Each, 48c
- 2 Dozen Lots, Each, 46c Gross Lots, Each, 44c
- Two dozen or more is cheaper by freight.
- Smaller quantities by express.



The most astounding and the biggest selling deal ever put out! Every housewife uses these flavors and when you can offer all four bottles for only 99c and give FREE a beautiful necklace, you can readily understand why salesmen are making up to \$10 per day selling this deal.

WE ABSOLUTELY GUARANTEE THESE FLAVORS TO GIVE PERFECT SATISFACTION OR MONEY WILL BE REFUNDED.

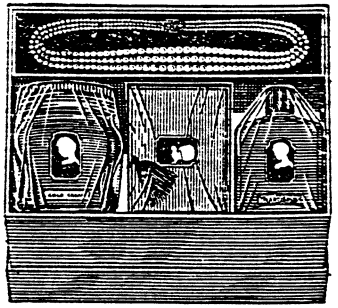
No. D48. Five-Piece Flavor Deal. Exactly same as No. D40 but this deal has a three-strand reproduction necklace instead of the single strand necklace.

Wholesale Selling Outfit, Packed in Attractive Case, as Illustrated..... **\$1.10**

WHOLESALE PRICES OF THIS DEAL

- Dozen Lots, Without Boxes, Each, 55c
- 2 Dozen Lots, Each, 53c Gross Lots, Each, 52c
- Two dozen or more is cheaper by freight. Smaller quantities by express.

4-PIECE NECKLACE DEAL



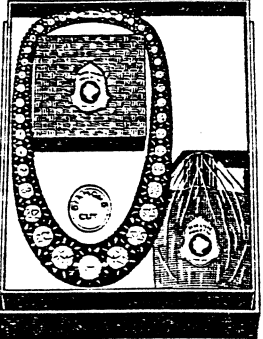
No. D5. Consists of one box face powder, one jar cold cream, one bottle perfume, one three-strand imitation pearl necklace. Each set packed in gift box. Weight, each, 1 1/2 lbs. Suggested selling price, 99c.

Wholesale Sample Set **49c**

Dozen Lots, Each, 47c Gross Lots, Each, 46c

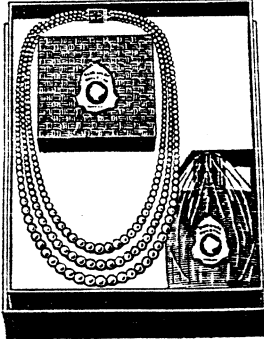
3-PIECE DEAL

No. D26. Consists of one Blue Lilac perfume; one Blue Lilac face powder; one imitation crystal necklace with five or more genuine diamond-cut beads at bottom of chain; tied with nickel silver clasp and strung on chain. Beautiful assorted shape cuttings. A truly beautiful necklace that appeals. Each set in gift box. Weight, per set, 12 ozs. Suggested selling price, 99c.



Wholesale Sample Set... **45c**
Dozen Lots, 43c
Gross Lots, 41c

3-STRAND DEAL

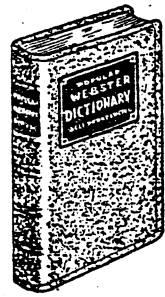


No. D19. Consists of one three-strand guaranteed La Jolie imitation pearl necklace nicely matched and graduated, fitted with nickel silver clasp; one box Blue Lilac face powder; one bottle Blue Lilac perfume, cellophane wrapped, all packed in an attractive gift box. Weight, each set, 8 ozs. This set can be retailed at the special price of 99c.

Wholesale Sample Set... **37c**
Dozen Lots, Each, 34c
Gross Lots, Each, 33c

DICTIONARY WITH PEN SET

No. D38. Dictionary has 380 pages. Size 5 1/2 x 4 inches. Covers of black or maroon artificial leather. Pen is fitted with new smooth writing, guaranteed for life point which is non-tarnishable with pencil to match. Assorted colors. Suggested selling price, 99c.

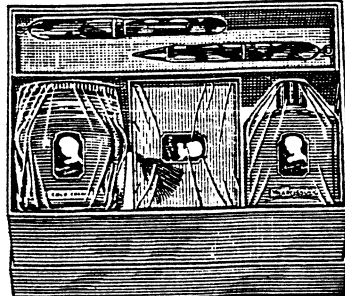


Wholesale Sample, 3-piece Deal... **50c**

Dozen Lots, Each, 49c
Gross Lots, Each, 48c



5-PIECE PEN SET DEAL



No. D4. Consists of one box face powder, one jar cold cream, one bottle perfume, one pen and pencil set, ladies' style. Pen is fitted with chromium point and is guaranteed for life. Each set packed in box. Weight, each, 1 1/2 lbs. Suggested selling price, \$1.49.

Wholesale Sample Set..... **58c**

Dozen Lots, Each, 57c Gross Lots, Each, 55c

VANILLA AND SOAP DEAL

No. D42. A new deal that will appeal to housewives as it consists of every-day necessities. Consists of one \$1.00 value vanilla flavor, six bars high grade soap value, 50c; one \$1.00 box face powder, one \$1.00 value bottle perfume. Weight, each set, 3 lbs. Suggested selling price, 99c.

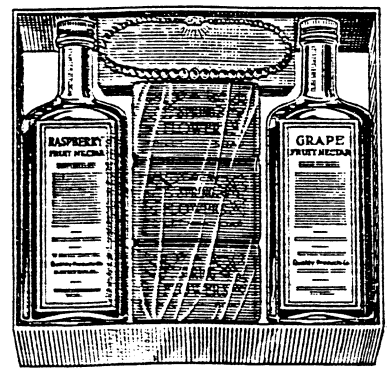


This set can be packed in box at an extra cost of 5c each.

Wholesale Sample Outfit, Packed in Box, Each..... **49c**

Wholesale Price, 2 Dozen Lots, Without Box, Each, 44c
Gross Lots, Without Box, Each, 43c

6-PIECE NECTAR DEAL



50% deposit must be sent with C. O. D. orders for D40, D41, and D42

No. D41. Consists of one 4-oz. bottle raspberry flavor nectar, one 4-oz. bottle grape nectar, 3 bars high grade soap, cellophane wrapped, one 15-inch imitation pearl necklace. Each set packed in gift box. Weight, each set, 2 lbs. Suggested selling price, 60c.

Wholesale Sample Set..... **30c**

2 Dozen Lots, Each, 29c Gross Lots, Each, 28c

50% Deposit must be sent with all Heavy Flavor Deals on C. O. D. Orders

OUR LEADING VALUE IN PEN-PENCIL SETS

LADIES' OR GENTS' STYLES

AS LOW AS 22c PER SET

No. 40. Pen is fitted with smooth writing chromium stainless point. Pencil is repel and expel movement. Highly polished barrels. New attractive colors. New filigree band, comb feed, all the latest marble colors, such as: onyx, black-white, hairline, green onyx, red onyx, blue marble, Burgundy and others.

MEN'S OR LADIES' STYLE

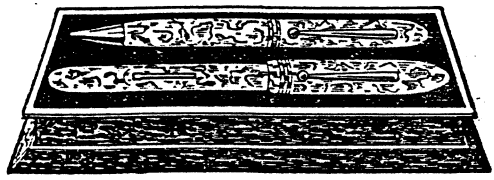
We can supply you with coupons for this set at 55c per 1,000.



We can supply you with a fancy pen-pencil box as shown below at 3c each extra.

WHOLESALE SAMPLE SET
29c

Dozen Lots, 27c Each
Gross Lots, 24c Each
5 Gross Lots, 22c Each Set



INKOGRAPH PENCIL POINTED PEN

No. 84. Here is an article you can sell to any man, woman or child. Simply ask anyone to write with an Inkograph and your sale is made.

Note the point—different than an ordinary fountain pen—but capable of doing anything possible and many things impossible with a fountain pen.

The Inkograph writes as smoothly and easily as a soft lead pencil on any quality of paper—even wrapping paper. Makes 1 to 4 clear carbon copies with original in ink—unequaled for salesmen's orders, office billing and all manifold uses. Draws lines to a ruler without

smudge or blot. Ideal for the rough usage of school children.

Pressure cannot spread, bend or distort the 14K solid gold point and feed.

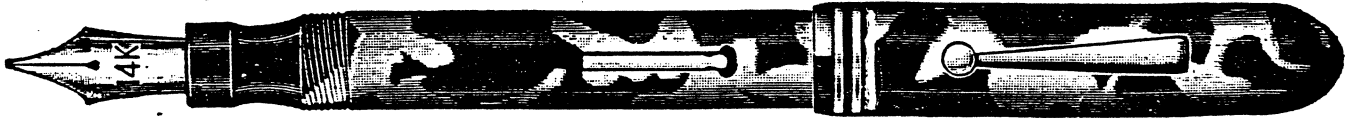
Your choice of jade, black and gold, onyx, black and white, marine green and black, unbreakable Piroxalin, the same high grade material used in high priced standard fountain pens, and formerly sold only in \$5.00 Inkographs.



LESS THAN HALF PRICE SALE
REGULAR \$2.00 AND \$2.50 VALUES

Now Reduced To Retail For Only **\$1**

WHOLESALE SAMPLE, 75c
Lots of 6 Pens, 66c Each
Lots of 1 Dozen, 62c Each
3 Dozen Lots, 60c Each



Our Best Jumbo Fountain Pen

MARBLE BASE DESK STAND AND FOUNTAIN PEN

No. 3125. Base is made of a beautiful, highly polished marble stone with a felt base which prevents it from marring desk or table. The swivel penholder, which can be turned in any direction, is trimmed in green and white marble to match the fountain pen. Pen is fitted with smooth writing crystal point, has gold filled lever filler. Barrel of pen made of highly polished, unbreakable material to match the base. Each pen guaranteed for life. Weight, each, 12 ozs. Suggested selling price, \$1.95.

WHOLESALE SAMPLE
89c
Dozen, \$10.20



MARBLE BASE DESK STAND AND FOUNTAIN PEN

No. 3127. Exactly same set as No. 3125 but the pen is fitted with a 14K solid gold iridium tipped point instead of a crystal point. Each pen is guaranteed for life. Weight, each, 12 ozs. Suggested selling price, \$2.75

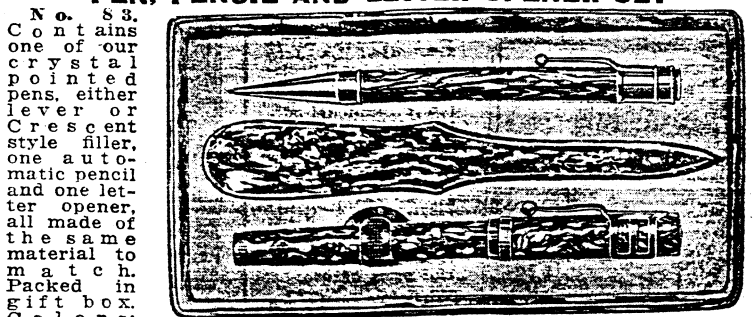
WHOLESALE SAMPLE SET
\$1.25
Dozen Lots, \$1.15 Each

No. 120. Jumbo size fountain pen with extra large 14K iridium tipped point. We absolutely guarantee this pen will give you as good service as any \$7.00 pen on the market or we will refund your money. This pen has an extra large pen point which writes nice and smooth and gives you real pleasure in writing. Has extra large ink capacity. Comes in fine quality latest pearl marble colors; has 14K gold band, clip and filler.

Retail Price, \$6.00 Wholesale Sample, \$2.65
In Dozen Lots, \$2.25 Each

We can supply you with any electro as shown in this catalog at 50c each.

PEN, PENCIL AND LETTER OPENER SET



No. 83. Contains one of our crystal pointed pens, either lever or Crescent style filler, one automatic pencil and one letter opener, all made of the same material to match. Packed in gift box.

Colors: Green marble, brown marble, mahogany, black marble, and others. Each pen guaranteed for life. Weight, each set, 2 ozs. Suggested selling price, 75c. **WHOLESALE SAMPLE SET**

Dozen Sets, \$3.95 **39c** Gross Sets, \$4.00

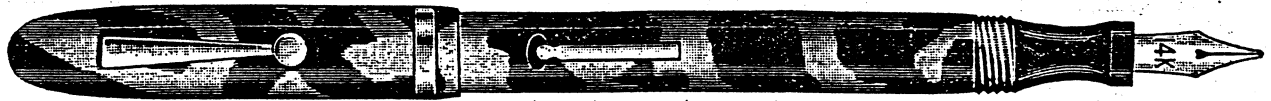
Twenty per cent deposit must be sent with all C. O. D. orders.

FOUR BIG PEN SET DEALS

For Premiums, Special Sales, Punchboards, Etc.

Take a Look at This Five-Piece Deal

Pen Set
is
Guaranteed
for Life



Pen Set
is
Guaranteed
for Life

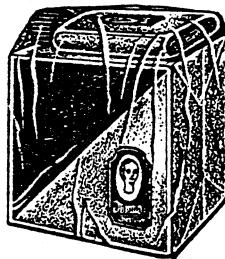
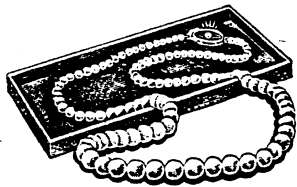
No. D46 DEAL
EASILY
LOOKS LIKE
A \$4.00 VALUE



SELLS FOR ONLY
99c
You make over
100% profit

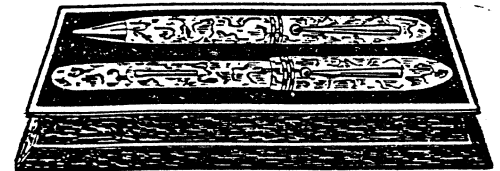
Set Contains:
One Box Powder.
One Bottle Perfume.
One Necklace.
One Fountain Pen.
One Automatic Pencil.

Pen is fitted with
our smooth writing
chromium point. Pen-
cil has repel and expel
movement with extra
leads and eraser.



WHOLESALE
SAMPLE
DEAL,
55c
Dozen Lots,
Each,
49c
Gross Lots,
Each,
48c

Each pen set is packed in attractive
box as shown below.



We can supply you with coupons for
this deal at 85c per 1,000.

14K Solid Gold Iridium Tipped Point Pen with Pencil to Match

SELLS FOR ONLY 99c

No. 63. Men's or ladies' style. Comes in latest pearl marble colors such as onyx, black and white hairline, Burgundy and others. Pencil has repel and expel movement with extra leads and eraser. Coupons for selling this deal can be furnished at 85c per 1,000. We can furnish any electro as shown in this catalog at 50c each.

WHOLESALE SAMPLE SET

55c

Dozen Lots, 49c Each

Gross Lots, 45c Each



Each set packed in attractive box as illustrated.

Pen, Pencil and Knife Deal

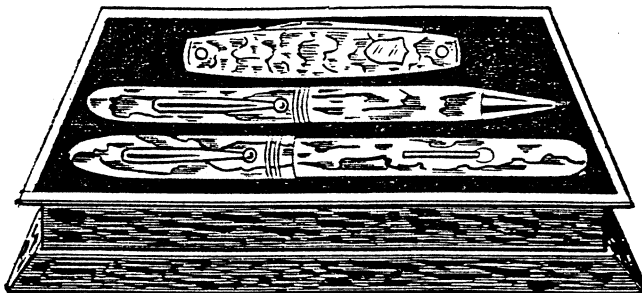
No. 67. All three articles are made of same material to match. Pen is fitted with smooth writing stainless point, guaranteed not to rust. Gold bands clip and lever. Pencil has repel and expel movement with compartment containing extra leads and eraser. The blades in the knife are made of high grade tempered steel that will hold its edge. Each set packed in attractive gift box. Weight, each set, 4 ozs. Colors: Black and white hairline, onyx, Burgundy and other colors. Each set in box. Suggested selling price, 99c.

WHOLESALE SAMPLE SET

55c

Dozen Lots, 53c Each

Gross Lots, 49c Each



No. 380. SAME SET AS NO. 67 BUT PEN HAS 14K SOLID GOLD POINT. Suggested selling price, \$1.25.

WHOLESALE SAMPLE SET

69c

Dozen Lots, 67c Each

Gross Lots, 65c Each

ALL STYLES—NEW LOW PRICES IN PEN PENCIL SETS



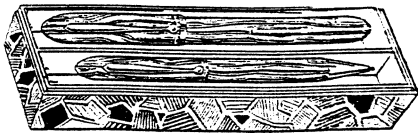
No. 45. MEN'S OR LADIES' STYLE. Pen is fitted with smooth writing stainless chromium point. Pencil is repel, expel movement with compartment containing extra leads and eraser. Highly finished barrels in popular colors as onyx, hairline, Burgundy, black, gold, etc. This set comes without box. Suggested selling price, 99c.

WHOLESALE SAMPLE, SET, 38c
 Dozen Sets, \$3.90 Gross Sets, \$39.60

No. 63. LADIES' OR GENTS' STYLE. Pen is fitted with 14-K iridium tipped gold point. Strong attached clip and filler. Pencil is repel and expel movement with compartment containing extra leads and eraser. Made of highly polished celluloid in black hairline, onyx, Burgundy and five other pearl effect colors. Each set in fancy gift box. Weight, each set, 1 1/2 ozs. Suggested selling price, \$1.75.

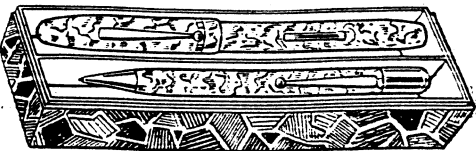


WHOLESALE SAMPLE, SET, 55c
 Dozen Lots, Each, 49c Gross Lots, Each, 45c



No. 140. MEN'S OR LADIES' STYLE. Pen is fitted with our smooth writing chromium finish point which is guaranteed not to stain or rust. Pencil has propel and repel movement with compartment containing extra leads and eraser. Barrels of pen and pencil match perfectly. Colors: Black-white, and green-white striped, onyx. Weight, each set, 1 1/2 ozs. Each pen guaranteed for life. Suggested selling price, per set, \$1.00.

WHOLESALE SAMPLE, SET, 27c
 Dozen Sets, \$2.85 Gross Sets, \$29.90



No. 62. MEN'S OR LADIES' STYLE. Medium size. Pen is fitted with chromium point. Perfectly matched pearl effect material. Pencil has repel and expel movement with compartment containing extra leads and eraser. Colors: Black hairline, onyx, etc. Suggested selling price, 98c.

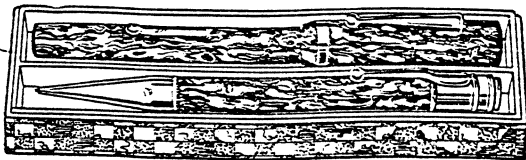
WHOLESALE SAMPLE, SET, 27c
 Dozen Sets, \$2.90 Gross Sets, \$32.90

No. 80. MEN'S OR LADIES' STYLE. Our biggest value and fastest selling set. Contains one No. 3 fountain pen and one No. 30 pencil to match. Our best set for coupon workers. Colors: Brown marble, green marble, black marble, and other colors. Each pen is guaranteed for life. Weight, each, 1 1/2 ozs. Suggested selling price, 98c.

WHOLESALE SAMPLE, SET, 35c
 Dozen Sets, \$3.25 Gross Sets, \$35.40

JUMBO SIZE STYLE PEN SET

With Glass Point



No. 48. This set consists of one of our No. 4 Jumbo size pens with pencil to match. Suggested selling price, 69c.

WHOLESALE SAMPLE, SET, 28c
 Dozen Sets, \$2.95 Gross Sets, \$31.00

NEW STYLE PEN AND PENCIL SET



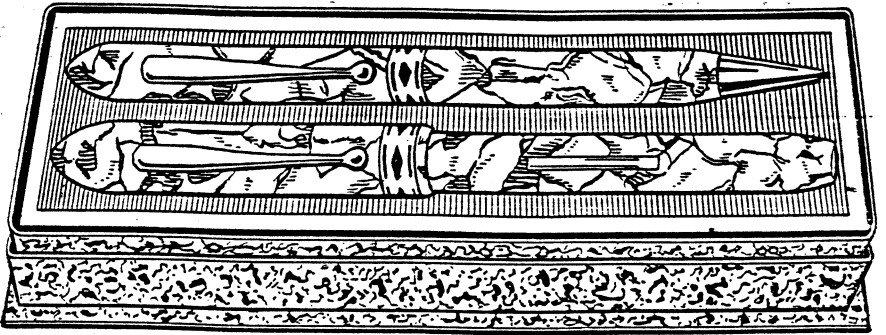
No. 71. Pen is fitted with our smooth writing glass point. Handy crescent style filler. Guaranteed for life. Pencil has propel and repel movement with compartment containing extra leads and eraser. Each set packed in attractive gift box as illustrated. Colors: Green marble, black-white marble, mahogany, blue marble, and others. Men's style comes in bullet shape; ladies', flat end style. Weight, each set, 3 ozs. Suggested selling price, 75c to 95c.

MEN'S STYLE, SET, 36c
 Dozen, \$3.95 Gross Sets, \$39.50

LADIES' STYLE ONLY, SET, 29c
 Dozen, \$2.95 Gross Sets, \$34.50

New Fancy Pen Set Boxes Only 3c Each

NEW STYLE PEN AND PENCIL SETS WITH FILIGREE BAND



No. 46. MEN'S OR LADIES' STYLE. Pen is fitted with smooth writing chromium point which is guaranteed not to stain or rust. Perfectly matched pearl effect material, highly polished. Pencil has expel, repel movement with compartment containing extra leads and eraser. Colors: Onyx, black hairline, Burgundy, black, gold and all the other popular colors. Looks like a \$4.00 value. Prices quoted do not include box, but we can furnish this box at 3c each extra. Weight, set, 1 oz. Suggested selling price, 99c.

Dozen Sets, \$4.65 **WHOLESALE SAMPLE, SET, 45c** **Gross Sets, \$49.80**

No. 47. PEN AND PENCIL SET WITH 14-K SOLID GOLD POINT. Exactly same as No. 46 pen set but has the 14-K solid gold point instead of chromium point. Each set in box as illustrated above. Men's or ladies' style. Looks like \$5.00 value. Weight, each, 3 ozs. Suggested selling price, \$1.00 to \$1.95.

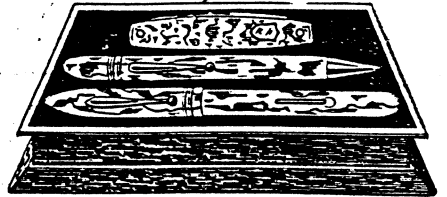
Dozen Lots, Per Set, 58c **WHOLESALE SAMPLE SET, 69c** **Gross Lots, Per Set, 54c**

No. 92. MEN'S OR LADIES' STYLE. Pen is fitted with our smooth writing chromium point. Perfectly matched pearl effect material. Pencil has repel and expel movement with compartment containing extra leads and eraser. Colors: Black-white, onyx, and Burgundy, etc. Weight, per set, 1 1/2 ozs. Suggested selling price, \$1.00.

WHOLESALE SAMPLE, SET, 29c
 Dozen Sets, \$3.25 Gross Sets, \$33.25



PEN, PENCIL AND KNIFE SETS



No. 65. All three articles are made of same material to match. Pen is fitted with smooth writing stainless point, guaranteed not to rust. Gold bands, clip and lever. Pencil has repel and expel movement with compartment containing extra leads and eraser. The blades in the knife are made of high grade tempered steel that will hold its edge. Each set packed in attractive gift box. Weight, each set, 4 oz. Colors: Black and white hairline, onyx, Burgundy, and other colors. Suggested selling price, \$1.45. Each set in box.

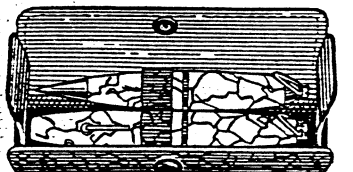
WHOLESALE SAMPLE SET, 65c
 Dozen Lots, Each, 58c Gross Lots, Each, 57c

No. 3800. Pen, pencil and knife set. Each set in box. Exactly same as No. 65 set but pen is fitted with 14-K solid gold iridium tipped point. Suggested selling price, \$3.00.

WHOLESALE SAMPLE SET, \$1.35
 Dozen Sets, \$15.60

YOU'LL FIND A READY SALE FOR THESE GOLF SETS

No. 3600. Pen is fitted with 14-K gold iridium tipped gold point. Pencil is repel and expel movement with compartment containing extra leads and eraser. Highly polished material in latest colors. Each set in leather case is packed in fancy gift box. Weight, per dozen sets, 18 ozs. Suggested selling price, \$1.50.



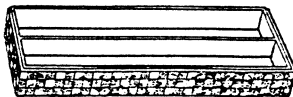
WHOLESALE SAMPLE, SET, 70c
 Dozen, \$8.96 Gross, \$75.00

No. 260. GOLF SET. Exactly same as above but pen is fitted with chromium point. Packed in gift box. Suggested selling price, \$1.00.

WHOLESALE SAMPLE, SET, 35c
 Dozen Sets, \$3.60 Gross Sets, \$39.60

NEW FANCY PEN SET BOX (Like Picture No. 46) 3c EACH EXTRA

PEN PENCIL BOXES



No. 50. All pen pencil sets come without boxes unless otherwise listed. We can supply you with these pen pencil boxes with fancy paper covering at 1c each.

FOLDING PEN PENCIL BOXES
 Made of cardboard with our guarantee printed on the outside. We can furnish these boxes at 50c per gross.

HIGH GRADE FANCY BOXES

Each, Any Quantity, 3c



No. 25. Pen is fitted with non-tarnishable chromium point, smooth writing. Pencil is repel and expel movement with compartment containing extra leads and eraser. Highly polished in black-white, and green-white striped, onyx. Each set packed in fancy gift box. Suggested selling price, 50c.

WHOLESALE SAMPLE, SET, 25c
 Dozen Sets, \$2.95 Gross Sets, \$29.00

Send \$1.00 bill with all C. O. D. orders under \$6.00.

COMBINATION AND REGULAR FOUNTAIN PENS



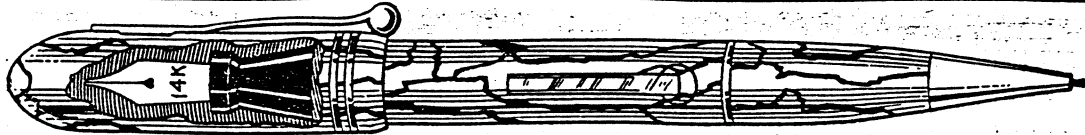
No. 16. Medium jumbo size with 14-K iridium tipped gold point. Two gold bands on cap, extra strong clip and filler. Pencil is expel and repel movement. Has compartment with extra leads and eraser. Barrel made from

beautiful pyralin, unbreakable material in pearl effect. Marble colors as follows: Black hairline and onyx. Weight, per dozen, 1 1/2 lbs. Each pen guaranteed for life. Suggested selling price, \$4.50.

WHOLESALE SAMPLE

\$1.85

Dozen, \$21.60



No. 35. Fitted with 14-K solid gold iridium tipped point. Pencil is repel and expel movement. Has eraser and extra leads. Barrel is made from pearl marble material, beautifully finished. Each pen guaranteed for life. Colors: Black hairline, onyx, Burgundy and others. Suggested selling price, \$1.50.

Wholesale Sample

65c

Dozen, \$6.45

Gross, \$75.00

No. 14. COMBINATION PEN-PENCIL Same as No. 35 but has two bands on cap. Also is a better material and better finished pen. Better point. Each pen guaranteed for life. Colors: Onyx, black hairline, Burgundy and others. Fitted with 14-K solid gold iridium tipped point. Suggested selling price, \$2.00.

Wholesale Sample

98c

Dozen, \$10.90

No. 94. COMBINATION PEN-PENCIL. Same as No. 35 but has one band on cap. The material is not quite as good. Pen is fitted with guaranteed stainless point. Each pen guaranteed for life. Colors: Onyx, black hairline, Burgundy and others. Suggested selling price, 75c.

Wholesale Sample

35c

Dozen, \$2.98

Gross, \$34.00

No. 13. COMBINATION PEN-PENCIL. Same as No. 35 but has one band on cap. Nicely finished material throughout. Pen is fitted with lifetime guaranteed point which is nearly as good as a regular 14-K solid gold point, and is guaranteed not to stain or rust. Colors: Onyx, black hairline, Burgundy and others. Suggested selling price, \$1.00.

Wholesale Sample

39c

Dozen, \$3.95

Gross, \$46.50



STYLO POINT COMBINATION PEN

No. 31. COMBINATION PEN-PENCIL-STYLO POINT. Has 14-K solid gold iridium tipped point. Has extra leads and eraser. Highly finished material in black, trimmed with red. Guaranteed for life. Suggested selling price, \$2.25.

Wholesale Sample

95c

Dozen, \$10.80

14K SOLID GOLD POINT PEN

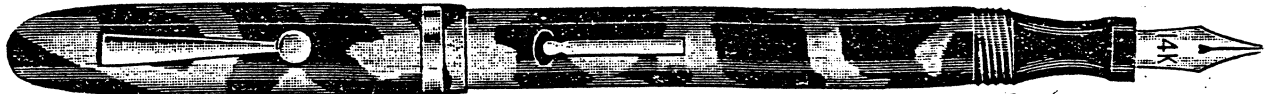
Suggested selling price, 98c

Wholesale Sample

43c

Dozen, \$4.45

Gross, \$52.00



No. 55. LADIES' or GENTS' STYLE. Medium size. Pen is fitted with a 14-K gold iridium tipped point. Gold filled, strong attached clip, filler and band. Highly polished and finished in the latest, new black and white hairline, Burgundy, onyx and other colors. Each pen guaranteed for life. Weight, per dozen, 12 ozs.

ished and finished in the latest, new black and white hairline, Burgundy, onyx and other colors. Each pen guaranteed for life. Weight, per dozen, 12 ozs.



No. 64. JUMBO SIZE. Pen is fitted with a 14-K gold iridium tipped point. Gold filled, strong attached clip, triple band and filler. Made of super-fine, highly polished, unbreakable material in black hairline and onyx.

This pen really looks as good as a regular \$7.00 well advertised popular pen. Each pen is guaranteed for life. Weight, per dozen, 16 ozs.

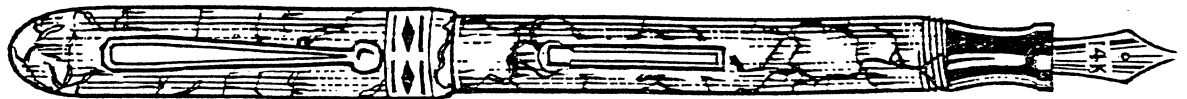
Suggested selling price, \$3.50

Wholesale Sample

\$1.75

Dozen, \$18.60

NEW STYLE PEN WITH FILIGREE BAND



No. 43. Pen is fitted with our smooth writing chromium point which is guaranteed not to stain or rust. Beautiful pearl marble finish material, highly polished and finished. New filigree bands. MEN'S OR LADIES' STYLE. Each

pen guaranteed for life. Colors: Onyx, black hairline, Burgundy and other popular colors. Weight, per dozen, 1 lb. Suggested selling price, 50c to 75c.

Wholesale Sample

29c

Dozen, \$2.85

Gross, \$29.90

No. 88. EXACTLY SAME AS NO. 43 but point is fitted with 14-K solid gold iridium tipped point. Also comes in

men's or ladies' style and same popular colors. Suggested selling price, 95c.

Wholesale Sample

45c

Dozen, \$4.95

Gross, \$57.00



No. 60. The point of this pen is something entirely new. It is guaranteed stainless and rust proof. The point is finished off so nicely that it will not scratch

but will write as smooth as a regular 14-K solid gold point. Guaranteed for life. Men's or ladies' style, and comes in ten marble colors.

Suggested selling price, 50c to \$1.00

Wholesale Sample

28c

Dozen, \$2.98

Gross, \$35.40

Suggested selling price, 50c to 75c

Wholesale Sample

26c

Dozen, \$2.75

Gross, \$27.90



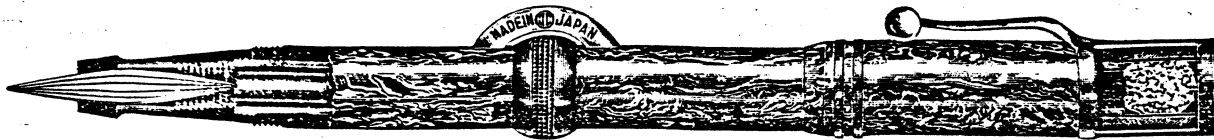
No. 42. MEN'S OR LADIES' STYLE. Pen is fitted with our smooth writing chromium point. Will not stain or rust. Beautiful pearl marble effect material, highly polished.

ished. Colors: Onyx, black hairline, Burgundy, and others. Weight, per dozen, 12 ozs.

NEW SPECIAL FEATURE DOUBLE POINT FOUNTAIN PEN

HERE IS OUR FASTEST SELLING FOUNTAIN PEN

NEW
DOUBLE
POINT



Rubber
Sponge in
Cap Keeps
Point Moist

Illustrations Show Actual Size of Pens

NEW FEATURE!

MOST OF POINT
BEING INSIDE
THE PEN KEEPS
IT MOIST.
WRITES WITH-
OUT FIRST
SHAKING

No. 8. MEN'S OR LADIES' STYLE. Some of the features of this pen: Adjustable ink feed; double point gives you double service; will not leak nor blot; makes 3 to 4 carbon copies; writes on any kind of paper; point easily taken out; writes as smooth as a pencil; will hold large amount of ink.

New Adjustable Ink Feed Notice the screw peg in the picture above. By screwing this peg against the point, it reduces the flow of ink. By loosening this peg, the ink flows faster.

Your choice of the following colors: Blue Marble, Green Marble, Red Marble, Brown Marble, Black-White Marble, Mahogany. EACH PEN GUARANTEED FOR LIFE.

Suggested selling price, 49c to 99c.
WHOLESALE SAMPLE,

Dozen, \$2.45

29c

Gross, \$25.90

GUARANTEED
FOR LIFE.
CERTIFICATE
WITH EACH
PEN.

GLASS POINTS ARE SMOOTH WRITING

This illustration shows a glass point as it looks under a magnifying glass. It is a round ball point which will write smoothly on any kind of paper.



EXTRA GLASS POINTS

No. 90. Extra points for our No. 8, No. 90 and No. 52 screw feed pens.

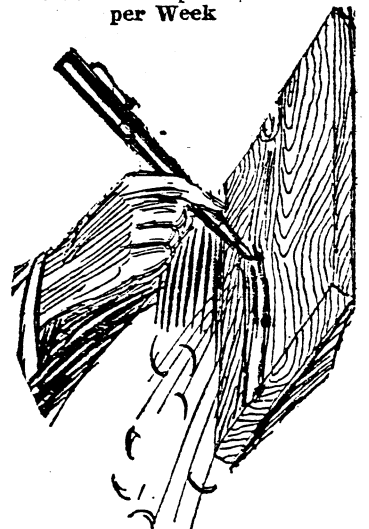
Wholesale Sample..... 6c

Dozen, 70c

Gross, \$6.95

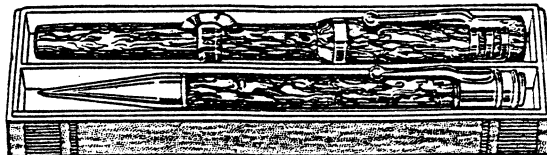
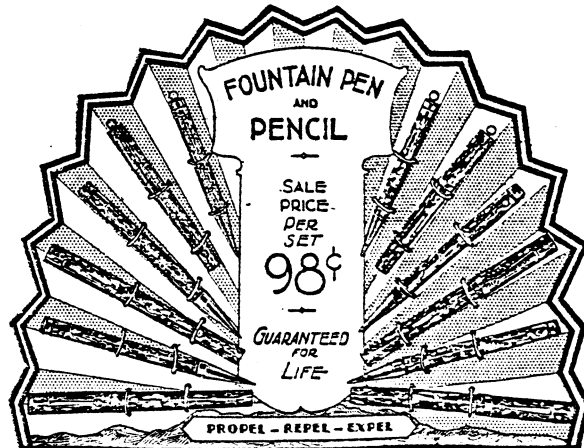
HERE'S HOW!

Many of Our Agents Demonstrate Our Glass Point Spors Pens and Make Up to \$200 per Week



PEN AND PENCIL SETS

OUR BIGGEST SELLING GLASS POINT PEN SETS



No. 80. MEN'S OR LADIES' STYLE. Our biggest value and fastest selling set. Contains one No. 8 fountain pen and one No. 30 pencil to match. Our best set for coupon workers. Colors: Brown Marble, Green Marble, Black Marble, and other colors. Each pen is guaranteed for life. Weight, each, 1 1/2 ozs. Suggested selling price, 50c to 99c. Boxes extra, 3c each.

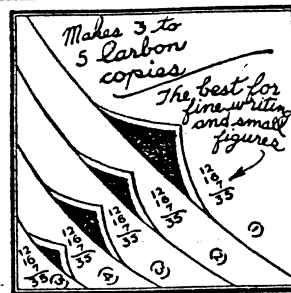
WHOLESALE SAMPLE SET

Dozen Sets, \$3.25

35c

Gross Sets, \$35.40

ANY OF OUR
GLASS POINT
PENS WILL
MAKE FROM 3
to 5 CARBON
COPIES



This demonstration shows that our crystal pen points will stand more abuse and usage than any other pen. After chopping off a few pieces of this wood you can show them that the pen still writes just as good as ever. Of course, this wood which is imported from South America is very soft. Weight, each, 12 oz.

Wood Blocks, 50c per foot
If you want these blocks in longer length, we can supply you with them at 50c per foot.

Triple Strength, Nickel Plated Clip

Screw Cap Absolutely Non-Leakable

Most of point inside of pen keeps it wet—writes instantly without first shaking pen.

The handiest filler made.

Barrel of Pen unbreakable

Point easily taken out and cleaned or replaced.

Rubber ink container easily replaced.

Point has eight grooves for ink to feed. Double point gives you double service.

Screw peg holds point firmly in place—ink can be made to flow fast or slow by tightening or loosening peg.

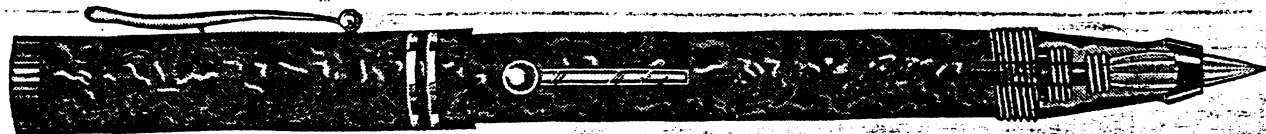
Self filler—no hinges or anything to break.

DIAGRAM
SHOWS NEW
FEATURES OF
OUR No. 8,
No. 90, and
No. 52
PENS

We can supply you with any electro as illustrated in catalog at 50c each.

New Style Super-perfect Fountain Pen

**MEN'S
FOR LADIES'
STYLE**



**NEW
ADJUSTABLE
INK FEED**

No. 90. Note the screw peg in the above pictures. This peg holds the point firmly in place. By loosening this peg the ink will flow freely and by tightening the peg it reduces the flow of ink. Never before has there been a fountain pen made that the ink could be adjusted to flow freely or not as you want it. Most of the point is covered up and in this way it prevents ink drying on the point so that pen

will write instantly without first shaking. The screw peg also permits the point to be easily removed and cleaned or replaced. **EACH PEN GUARANTEED FOR LIFE.** COLORS: Brown-white, blue-white, green-white, and pink-blue and brown marble. Weight, per dozen, 1 lb. Suggested selling price, 95c.

Wholesale Sample... **39c**
Dozen, \$3.95
Gross, \$39.00

HAND PAINTED FOUNTAIN PEN



Wholesale Sample **49c**
Dozen, \$4.95
Gross, \$49.50

No. 52. Another new pen just imported. Attractively hand painted. | drying on point. Unbreakable barrel and cap. Lifetime guarantee with | each pen. Colors: Black, green, and red. Suggested selling price, 95c.

JUMBO SIZE FOUNTAIN PEN



No. 4. Pen is fitted with our smooth writing glass points. Nickel finished, strong attached clip, band and filler. Made of celluloid in the following colors: Black and white marble, blue marble, green marble, brown marble, purple mar-

ble, mahogany, and plain colors—red, blue, black. Each pen guaranteed for life. Comes in men's style only. Weight, per dozen, 12 ozs. Suggested selling price, 75c.

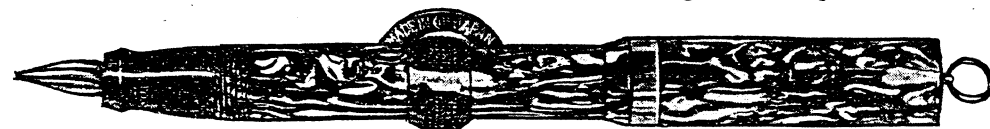
Wholesale Sample **19c**
Dozen, \$1.95
Gross, \$23.40



Close Out Price **18c**
Dozen, \$1.95
Gross, \$19.90

No. 34. Fitted with smooth writing glass point. Gold | in men's style only. This pen formerly sold at \$29.00 per | gross. Suggested selling price, 45c.

LADIES' NO. 1 STYLO PENS! Only \$16.90 a Gross



No. 1. Fitted with our smooth writing glass point. Crescent style filler. Ladies' style comes with either ring or clip. Assorted marble colors. Suggested selling price, 49c. **THIS PEN REGULARLY SOLD AT \$29.00 PER GROSS.**

CLOSE OUT PRICE WHILE STOCK LASTS

SAMPLE **17c** Dozen, \$1.75 Gross, \$16.00

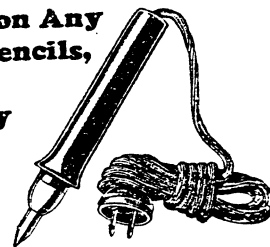


No. 1. Men's. With glass point, attached clip. Medium size. Assorted marble colors.

Wholesale Sample **19c**

Dozen, \$1.95 Gross, \$22.90

Imprint Names on Any of Our Pens or Pencils, Billfolds, etc., with This Handy Electric Engraving Pencil

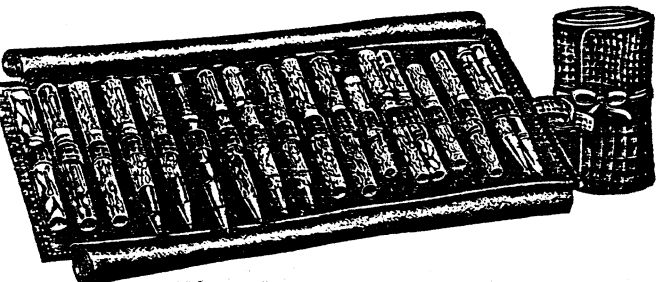


No. E110. The most simple and economical for engraving names on pens, pencils, billfolds, suitcases, hatbands, etc. in gold. Complete with cord and plug and gold leaf, ready to use. Instructions sent with each pencil. Weight, each, 5 ozs. Suggested selling price, \$3.00. Wholesale Sample, \$1.85 Dozen Lots, Each \$1.75

No. E111. Extra Gold Leaf Rolls. One roll contains enough gold leaf to imprint up to 2,000 pens, billfolds, combs or other items. Can supply rolls of material for imprinting names in colors also—blue, green, orange, red, white, yellow, lavender and silver. Suggested retail price, 75c per roll. Wholesale Sample Roll, 45c

HERE IS A REAL SELLING OUTFIT OF PENS AND PEN SETS

ROLL CASE FREE WITH EACH ASSORTMENT



No. 115. This assortment contains six assorted pen and pencil sets, and twelve assorted fountain pens and four combination pen pencils in one. A total of 28 pens and pencils. Each pen is numbered and you can take orders using this outfit or sell them direct to your customer from the case at 15c to \$2.75 each. We have put a price ticket on each pen and the price is marked so that you can give your customer a 20% discount and still make almost 100% profit. Your money back if you can't make at least \$10 a day with this outfit. Weight, each outfit, 1 lb. Total retail value, \$17.00.

WHOLESALE PRICE FOR THIS OUTFIT ONLY

\$7.85

EXTRA SAMPLE ROLL CASES

No. M78. We can furnish these roll cases to you at only 45c each.

LOOK! As Low as \$16.95 a Gross



No. 3124



No. 3094



No. 1

No. 3124. FIVE-IN-ONE COMBINATION VANITY FOUNTAIN PEN. The pen is fitted with our smooth writing glass point. Has compartments that hold rouge, powder, lip stick and eyebrow pencil as illustrated. In addition to this it is a self-filling fountain pen, jumbo size. A novel, but useful article and very good seller. Highly polished unbreakable celluloid in the following colors: blue marble and green marble. Each pen guaranteed for life. Weight, per dozen, 14 oz. Suggested selling price, \$1.25.
WHOLESALE SAMPLE

Dozen, \$5.90 **58c** Gross, \$66.00

No. 3094. JUMBO SIZE. Each pen fitted with our smooth writing glass point. Strong attached clip, gold finished band and filler. Has compass and 5 dice. The compass on the end of pen is very accurate. It can be removed to wear separately. A clever little pen and a very good seller. Barrel and cap made of highly polished, superfine celluloid, unbreakable. Comes in the following colors: brown marble, blue marble, red marble and other colors. Each pen guaranteed for life. Weight, per dozen, 12 ozs. Suggested selling price, \$1.25.
WHOLESALE SAMPLE

Dozen, \$3.95 **39c** Gross, \$48.00

No. 1. Fitted with our smooth writing glass point. Crescent style filler. Ladies' style comes with either ring or clip. Assorted marble colors. THIS PEN REGULARLY SOLD AT \$29.00 PER GROSS. Suggested selling price, 48c.

CLOSE OUT PRICE WHILE STOCK LASTS
WHOLESALE SAMPLE

Dozen, \$1.75 **17c** Gross, \$16.90

MEN'S STYLE NO. 1
WHOLESALE SAMPLE

Dozen, \$1.95 **19c** Gross, \$22.90

Ladies' Style
 No. 1
 Only
\$16.90
 Per Gross



No. 10

Our Biggest VALUE

No. 10. Medium size, fitted with smooth writing glass point. Gold filled double band on cap, (illustration shows only one band) clip and filler. Pencil is repel, expel movement. The accurate compass on cap makes this pen a popular and fast selling pen. Barrel made of marble effect, unbreakable material, in blue marble, green marble, brown marble and mahogany. Each pen guaranteed for life. Weight, per dozen, 13 oz. Suggested Selling Price, 75c.

WHOLESALE SAMPLE

29c

Dozen, \$2.95 Gross, \$33.60



No. 5

Dozen, \$4.95

Dozen, \$1.95

Dozen, \$2.75



No. 15

Only, per Gross
\$19.90

WHOLESALE SAMPLE

45c

WHOLESALE SAMPLE

22c

WHOLESALE SAMPLE

27c

No. 9. MEDIUM SIZE. Fitted with smooth writing glass point. Pencil is propel, repel movement; compartment with extra leads. Gold filled clip, and filler. Barrel made of superfine celluloid, polished in mottled colors as follows: green, red, and mahogany. Each pen guaranteed for life. Weight, per dozen, 12 ozs. Suggested selling price, \$1.25.
WHOLESALE SAMPLE

No. 9

Gross, \$4

No. 15. MEDIUM SIZE. Fitted with smooth writing glass point. Nickel clip and filler. Pencil is repel, expel movement. Barrel cap made of marble effect, unbreakable material, in brown marble, marble, green marble and mahogany. Each pen guaranteed for life. Weight, per dozen, 13 ozs. Suggested selling price, 65c.

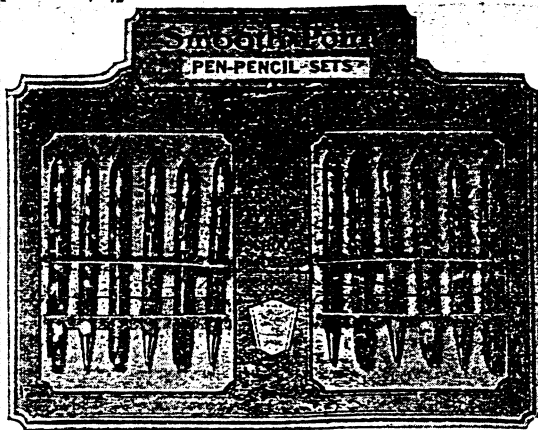
Gross, \$1

No. 5. MEDIUM SIZE. Pen is fitted with our smooth writing glass point. The compass fitted on the end of the cap is very accurate. Strong attached nickel finished clip, band and filler. Unbreakable tiled celluloid in the following colors: red marble, brown marble, marble, green marble, black marble, mahogany and plain red. Each pen guaranteed for life. Weight, per dozen, 10 ozs. Suggested selling price, 75c.

Gross, \$2

PEN AND PENCIL SETS ON DISPLAY CARD

Many different styles to choose from at prices from \$1.50 to \$3.15 per card of 6 sets. There are glass point pen sets, chromium point pen sets and 14-K solid gold point pen sets. Average weight, per card, 1/2 lb.



No.	Retail Value, Each	Suggested Selling Price to Dealers	Wholesale Price Per Card
No. 46	\$7.20	\$3.75	\$2.35
No. 45	6.00	3.65	2.25
No. 92	6.00	2.95	1.85
No. 62	6.00	2.85	1.75
No. 140	3.00	2.00	1.50
No. 80	6.00	2.60	1.60
No. 68	7.20	2.80	1.80
No. 47	12.00	4.00	3.15
No. 65	6.00	3.85	2.75
No. 71	6.00	2.90	1.80

COMBINATION PEN PENCILS ON DISPLAY CARD

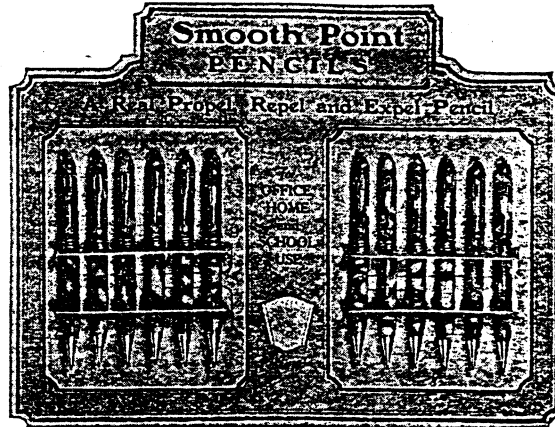
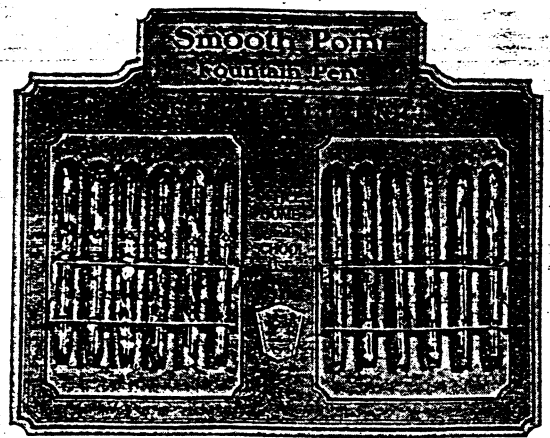
Assorted styles. One dozen assorted colors on display card.

No.	Retail Value, Each	Suggested Selling Price to Dealers	Wholesale Price Per Card
No. 94	\$ 6.00	\$4.00	\$2.98
No. 13	12.00	6.60	3.95
No. 35	15.00	9.00	6.45
No. 14	30.00	15.00	10.90
No. 10	6.00	4.00	2.95
No. 15	6.00	3.00	1.95
No. 9	12.00	6.00	3.95

Fountain Pens on Display Card

Eight men's and four ladies' style on each card. Many different styles to choose from. Assorted colors.

No.	Retail Value, Dozen	Suggested Selling Price to Dealer	Wholesale Price Per Card
No. 81	\$6.00	\$3.50	\$1.00
No. 150	4.20	2.50	1.75
No. 38	3.00	1.85	1.35
No. 60	9.00	4.00	2.90
No. 42	7.80	4.00	2.45
No. 43	9.00	4.00	2.75
No. 88	15.00	7.20	4.05
No. 55	12.00	6.60	4.45
No. 8	7.80	3.85	2.75
No. 90	12.00	5.75	3.05
No. 39	6.00	3.00	1.95
No. 4	6.00	3.25	1.98



Mechanical Pencils on Display Cards

8 Men's, 4 Ladies'

Many styles to choose from that retail from 10c to 50c. One dozen pencils on display card. Average weight, per card, 1/2 lb.

No.	Retail Value, Dozen	Suggested Selling Price to Dealers	Wholesale Price Per Card
No. 134	..\$6.00	\$2.75	\$1.85
No. 130	.. 6.00	2.75	1.68
No. 132	.. 3.00	1.85	1.39
No. 126	.. 3.00	1.85	1.39
No. 229	.. 3.00	1.85	1.35
No. 282	.. 3.00	1.75	1.29
No. 297	.. 1.20	.65	.33
No. 205	.. 1.20	.75	.45

No. T451. RE-NIT. Stops runs in stockings. One dozen on card. Sells to dealers at \$1.75 per card.

Wholesale Sample, 15c.

Dozen, \$1.18

Gross, \$11.40

No. 1020. SILK THREAD FOR RESTRING BEADS. Two yards thread, one clasp, one needle in package. One dozen packages on card. Sells to dealers at 75c per card.

Wholesale Sample Package, 6c.

Per Card of 1 Dozen, 47c

Some Remarkable Values in Low Priced Pens

Wholesale Prices, While Stock Lasts, Sample

19c

Dozen, \$1.70
Gross, \$19.50



No. 17. Pen is fitted with large K-14A.S. gold plated point. Barrel is nicely finished and comes in assorted colors. This pen formerly sold for \$39.60 per gross, and we have only a limited supply in stock. Looks, and writes like a 14-K gold pointed pen. Each pen guaranteed for life. Weight, per dozen, 11 ozs. Suggested selling price, 75c.



will write almost as good as a 14-K gold pointed pen. Strong attached clip. Barrel is made of unbreakable nicely finished material in the following colors: Black and white, hairline, onyx, Burgundy and other colors. Each pen is guaranteed for life. Weight, per dozen, 10 ozs. Suggested selling price, 50c.

No. 81. MEDIUM SIZE BULLET TYPE FOUNTAIN PEN. MEN'S AND LADIES' STYLE. Pen is fitted with new chromium point which is guaranteed not to tarnish and

Wholesale Sample

19c

Dozen, \$1.90
Gross, \$21.90

No. 58. JUMBO SIZE BULLET TYPE FOUNTAIN PEN. Made exactly same as No. 81 with chromium point in assorted marble colors. Each pen guaranteed for life. Weight, per dozen, 12 ozs. Suggested selling price, 75c.

Wholesale Sample

26c

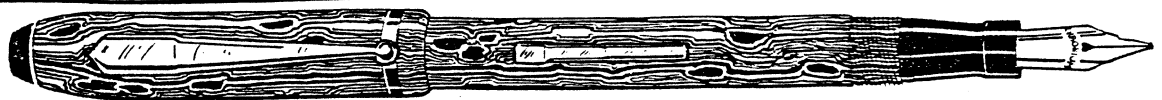
Doz., \$2.35 Gro., \$24.90

Wholesale Sample

17c

Doz., \$1.75 Gro., \$19.90

No. 150. Ladies' or Men's Style. MEDIUM SIZE BULLET TYPE FOUNTAIN PEN. Pen is fitted with our new smooth writing chromium non-tarnishable point. Barrel is made of highly polished unbreakable material in black-white, green-white, and onyx. Each pen is guaranteed for life. Weight, per dozen, 6 ozs. Suggested selling price, 50c.



Wholesale Sample

13c

Doz., \$1.35 Gro., \$13.80



No. 38. MEDIUM SIZE FOUNTAIN PEN. Pen is fitted with 14-K gold plated point. MEN'S OR LADIES' STYLE. Nicely finished, unbreakable barrel, comes in assorted striped and marble colors. Each pen is guaranteed for life. Weight, per dozen, 7 ozs. Suggested selling price, 35c.

ALL STYLES—NEW LOW PRICES

NEW STYLE PENCIL WITH FILIGREE BAND

No. 134. JUMBO SIZE. Barrel made of pearl marble effect material, highly polished and finished. Has compartment containing extra leads and eraser. Men's or ladies' style. Colors: Onyx, black hairline, Burgundy, gold black, and all other latest marble colors. Weight, each, 1 oz. Suggested selling price, 50c.

WHOLESALE SAMPLE

Dozen, \$1.85 **16c** Gross, \$19.90

No. 130. MEN'S OR LADIES' STYLE. Made of high grade pearl marble material. Has compartment containing extra leads and eraser. Colors: Onyx, black hairline, black gold, Burgundy and 3 other popular colors. Weight, each, 1 oz. Suggested selling price, 50c.

WHOLESALE SAMPLE

Dozen, \$1.68 **16c** Gross, \$18.90

No. 132. MECHANICAL PENCIL. Exactly same as No. 130 but not as nicely finished. Colors: Onyx, black hairline, and other popular colors. Suggested selling price, 50c.

WHOLESALE SAMPLE

Dozen, \$1.39 **14c** Gross, \$15.90

BULLET PENCIL TO MATCH OUR GLASS POINT PENS

No. 126. MEN'S OR LADIES' STYLE. Illustration shows actual size. Pencil has repel and expel movement. Has compartment containing extra leads and eraser. Barrel made of highly polished celluloid, and will perfectly match any of our glass point fountain pens. Colors: Green marble, blue marble, purple marble, brown marble, black marble, plain black, and other colors. Nickel finish ends and clip. Weight, each, 1 oz. Suggested selling price, 35c.

WHOLESALE SAMPLE

Dozen, \$1.39 **13c** Gross, \$14.90

READYRITE PENCIL

No. 274. An unusual mechanical pencil at an unusual price. Nickel plated. Strong pocket clip. Contains four extra leads, each 2 inches long. One dozen pencils in an attractive display box. Weight, per dozen, 4 ozs. Suggested selling price, 5c to 10c.

WHOLESALE SAMPLE, DOZEN.

27c

Gross, \$2.95

No. 282. MEN'S OR LADIES' STYLE. Illustration shows actual size. Pencil has repel-expel movement. Has compartment containing extra leads and eraser. Barrel is nicely finished in black-white striped, green marble, mahogany and onyx. Gold finish tip and clip. Weight, per dozen, 5 ozs. This pencil will perfectly match our No. 150 and No. 151 pens. Suggested selling price, 25c.

WHOLESALE SAMPLE

Dozen, \$1.29 **12c** Gross, \$15.60

NOVELTY MECHANICAL PENCIL

No. 297. Made of colored celluloid. A sturdy little pencil at a low price. Assorted colors on a display card. Has four extra leads, each 2 inches long. Also has eraser. Weight, per dozen, 4 ozs. Suggested selling price, 5c to 10c.

WHOLESALE SAMPLE, DOZEN.

33c

Gross, \$3.45

No. 29. MEN'S OR LADIES' STYLE. Illustration shows actual size of men's pencil. Pencil is repel-expel movement. Has compartment containing extra leads and eraser. Barrel made of beautiful unbreakable material, nicely finished, in colors as follows: Onyx, black-white, jade marble, black hairline, green black. Gold finish tip, clip and top. Weight, each, 1 oz. Suggested selling price, 25c.

WHOLESALE SAMPLE

Dozen, \$1.35 **13c** Gross, \$15.90

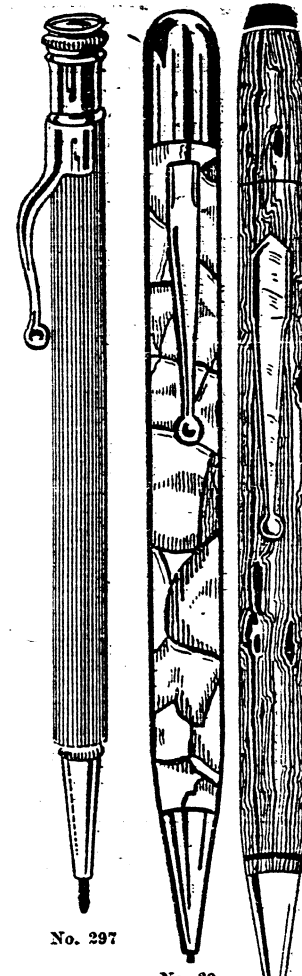


No. 130
No. 132

No. 134



No. 274



No. 297

No. 29

No. 282

DUPLEX TWO-COLOR PENCIL

No. 267. Length of pencil 5 1/4 inches. Works almost like magic. Turn cap to right and black lead appears. Turn cap to left and a red lead appears from the same point. Has compartment containing extra red and black leads and eraser. Nickel silver finish barrel. Strong attached clip.

Red
Black

Not only a novelty but a useful pencil for anyone using black and red leads. Complete instructions with each pencil. Weight, each, 1 oz. Suggested selling price, 60c.

Wholesale Sample..... **35c**
Dozen, \$3.60

TWO-COLOR AUTOMATIC PENCIL

No. 280. Length of pencil 5 1/4 inches. Has black lead on one end and red lead on the other. Both ends of pencil have repel-expel movement. The cap which fits to center of pencil as illustrated, can be removed and placed on either end. Nickel silver finish barrel. Strong attached clip. Can be



used without cap. By merely turning pencil around you have either red or black lead. Weight, each, 1 oz. Suggested selling price, 50c.

Wholesale Sample.... **25c**
Dozen, \$2.85

RED AND BLACK LEADS FOR TWO-COLOR PENCILS

No. 270. Can also be used in any of our mechanical pencils. 6 red and 6 black leads in a box. Suggested selling price, 15c.

Dozen Boxes, 60c Wholesale Sample Box..... **6c** Gross Boxes, \$6.60

BLACK AND WHITE GOLF PENCIL



No. 278. Length 3 1/2 inches. Pencil has expel-repel movement. Has compartment containing extra leads and eraser.

Gold finish tip, ring and band. Made of beautiful pearl effect black and white and assorted colors, unbreakable material. Can also be used for bridge or a purse pencil. Weight, each, 1 oz. Suggested selling price, 45c.

Dozen, \$1.65 Wholesale Sample..... **15c** Gross, \$17.50

GOLF PENCIL

No. 277. Length 3 1/2 inches. Pencil has repel-expel movement. Has compartment containing extra leads and eraser. Gold finish tip and ring. Comes in a beautiful unbreakable material in assorted marble colors. Weight, per dozen, 5 ozs. Suggested selling price, 25c.

Dozen, 79c Wholesale Sample..... **7c** Gross, \$8.90

SCRIPTO PENCILS ON CARDS



No. 135. The famous Scripto Pencils, now mounted 1 dozen on display card, or 1 dozen in box. Everyone knows what the Scripto pencil is with the 4-inch lead. Propel-repel movement. Assorted colors. Weight, per card, 6 oz. A good seller to dealers at 80c to 85c per dozen. Suggested selling price, 10c to 15c.

Dozen, 75c Wholesale Sample..... **7c** Gross, \$7.92

SCRIPTO LEADS ON CARDS

No. 136. Each package contains six 4-inch leads to fit the Scripto Pencil. Packed one dozen in box or on display card. Good seller to dealers at 80c per dozen. Weight, dozen, 5 ozs. Suggested selling price, 10c.

Dozen, 68c Wholesale Sample Pkg..... **7c** Gross, \$7.32

We can supply you with any electro as shown in this catalog at 50c each.

Dux Colored Pencil Sharpener



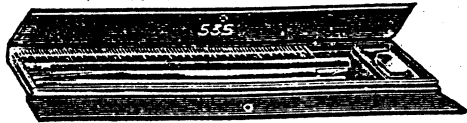
No. 281. Sharpens standard size pencils and will not break leads. Blade can be resharpened. Comes in attractive assorted colors. Convenient for pocket, home,

school or office. Better than any other of its kind now on the market.

Suggested Selling Price, 15c.

Wholesale Sample **7c** Gross, \$7.95
Dozen, 72c

Pencil Box



No. 535. Contains two high grade pencils, pen holder, one ruler, one pen point and eraser. Comes in neat, strong case. Weight, each, 3 oz.

Suggested Selling Price, 15c.

Wholesale Sample Box **9c** Gross, \$12.45
Dozen, \$1.05

Colored Pencils

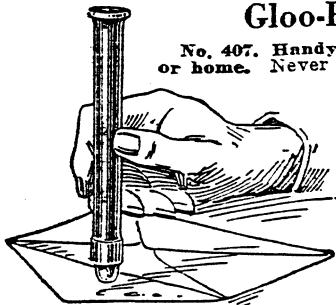


No. 336. Six color assortment, 4 1/2 inch crayon pencils. Packed 6 pencils in box. Weight, each, 2 oz.

Suggested Selling Price, 10c Per Box.

Wholesale Sample Box **8c** Gross Boxes, \$8.60
Dozen Boxes, 78c

Gloo-Pen

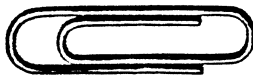


No. 407. Handy for the desk or home. Never dries up and is refillable. Lasts for years. Can be worn like a fountain pen. Shipping weight, per dozen, 1 lb.

Suggested Selling Price, 35c.

Wholesale Sample **12c** Gross, \$12.60
Dozen, \$1.15

Gem Paper Clips



No. 473. Gem Steel Paper Clips. 1 1/4 inches long. 100 in a box, 1,000 in a carton. Weight, per box, 2 oz.

Suggested Selling Price, 10c Per Box.

Wholesale Sample Box **7c** Gross, \$7.20
10 Boxes, 45c

Letter Opener



No. 70. Made of same material as our regular glass pointed pens. Handy for desk, either in home or office. Colors: green marble, red marble, brown marble, and other colors.

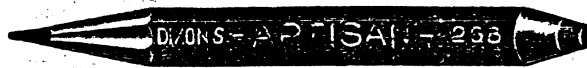
Suggested Selling Price, 15c.

Wholesale Sample **8c** Gross, \$7.20
Dozen, 75c

SPORS IMPORTING CO., Le Center, Minn.

PENCILS OF ALL KINDS AT ALL PRICES

PENNY PENCIL



No. 268. Round, polished cedar, inserted eraser. Weight, per dozen, 2 oz.

Wholesale Price Dozen **10c** Gross, 98c

2 FOR 5c PENCILS



No. 318. Round, knurled effect, assorted colors. Weight, per dozen, 3 oz.

Wholesale Price Dozen **13c** Gross, \$1.37



No. 2280. Hexagon, assorted colors. Weight, per dozen, 3 oz.

Wholesale Price Dozen **17c** Gross, \$1.85

5c PENCILS



No. 200. A good 5c seller at a price that will allow you a good profit. Hexagon, assorted colors. Weight, per dozen, 3 oz.

Wholesale Price Dozen **25c** Gross, \$2.25



No. 1386. Hexagon, yellow color with brass tip. Packed 6 dozen in display box. Comes in 2, 2 1/2, or 3 leads. Weight, per dozen, 3 1/2 oz.

Wholesale Price Dozen **42c** Gross, \$4.45



No. 557. Hexagon, walnut finish, gilt top with blue band. Packed 6 dozen in display box. Weight, per dozen, 3 oz.

Wholesale Price Dozen **39c** Gross, \$3.58

INDELIBLE PENCILS



No. 2096. Round, purple glossy finish. Medium lead. Weight, per dozen, 2 1/2 oz.

Suggested Selling Price, 5c.
Wholesale Price Dozen **38c** Gross, \$3.58

VENUS INDELIBLE COPYING PENCIL

No. 137. Round, purple glossy finish. Each pencil has long metal point protector and clip to fasten in pocket. Weight, per dozen, 5 oz.

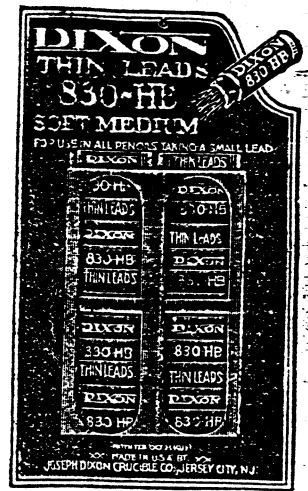
Suggested Selling Price, 10c.
Wholesale Price Sample **6c** Gross, \$7.45
Dozen, 65c

JUMBO SIZE PENCIL



No. 1388. For anyone wanting a pencil with an extra large lead this pencil can't be beat. The lead is of a superior grade. It is also a very good pencil for use in drawing. One dozen on a card. Weight, per dozen, 7 oz.

Suggested Selling Price, 10c.
Wholesale Sample **8c** Gross, \$7.80
Dozen, 72c



No. S30. These leads are packed dozen boxes on a display card or 1 dozen boxes in a box. Formerly contained 12 leads in each box. NOW HAS 1 LEADS in each box, and no increase in price. Weight, per dozen boxes, 3 oz.

Suggested Selling Price, 5c a Box.
Wholesale Sample Dozen **34c** Gross, \$3.85
Per Card of 2 Dozen, 66c

Rubber Erasers

No. 107. WILL FIT ANY STYLE PENCIL, either round or hexagon. Made of durable red rubber. 1 gross in a display box. Weight, per gross, 1 lb.

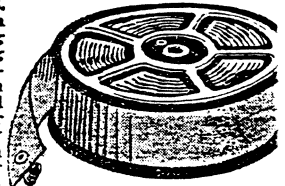
Suggested Selling Price, 1c.
Wholesale Price Dozen **8c** Gross, \$8c



Superior Quality Typewrite Ribbons

No. 332. Extra high grade long wear ribbon. Satisfactory guarantee or your money back. When ordering mention name of your typewriter. We can furnish you with ribbons for the following makes of typewriters: L. C. Smith, 2 in.; Oliver, 7-16 in.; Remington, 2 in.; Royal, 1/2 in.; Underwood, 1/2 in.; Woodstock, 1/2 in. Colors: blue, black and purple. Weight, each, 2 oz.

Suggested Selling Price, 75c.
Wholesale Sample **35c** Gross, \$36.00
Dozen, \$3.45



Won a World's Championship Using Our Typewriter Ribbon

I have always used your typewriter ribbons. Last September in Toronto, won the World's Accuracy Championship for Novices with your ribbon. —WALTER CISEWSKI, Montreal, WI

Carbon Paper

No. 330. For making duplicate copies with typewriter, pencil, or pen ink. Also excellent for transferring patterns for embroidery work. Color black only. Size of sheets, 8 1/2 x 11 inches.

WHOLESALE PRICES
50 sheets **30c** | 100 sheets **95**

Thumb Tacks

No. 383. Thumb tacks: 36 in box. Weight, per doz. boxes, 7 oz.

Suggested Selling Price, 2 for 15c.
Wholesale Sample Dozen Boxes **20c** Gross, \$1.60
Per 100 Boxes, \$1.60



INK AND STAIN REMOVER

No. 167. For ink, fruit and medicine stain. Contains no free acids, will not injure materials, if directions are followed. Works equally well on paper or cloth. Not to be used on fibre silk. Full directions sent with each bottle. Contents, 1 oz. net. Suggested selling price, 25c to 35c.

Wholesale Sample, 15c
Gross, \$13.30

14-K GOLD IRIIDIUM TIPPED POINTS

No. 410. Medium size. Each, 30c Dozen, \$2.65
No. 504. Large size. Each, 35c Dozen, \$3.45

GOLD FILLED POINTS

No. 420. These are a little better quality than the gold plated points. Size 2 only. Wholesale, Dozen, 27c Gross, \$1.15

Gold Bond Acidproof Fountain Pen Ink

No. 770. We guarantee this ink to be as good as any other on the market. We guarantee this ink to be fade proof, acid proof, sun proof, and age proof. Good for making permanent records. You can easily put on a convincing demonstration with this ink by taking any of the popular brands. Write a few lines with our ink and then write a few lines with other inks. Then by using some of our ink remover, you can show them how the other make inks can be erased. On applying this same ink remover on our ink you will find that it will not erase. Another test you can give this ink is to write a few lines with it and after it is dry, place it in water and you will find that it will not dissolve or spread on



Wholesale Sample Package, 10c
Dozen Lots, Each, 3c
Gross Lots, Each, 6 1/2c
5 Gross Lots, Each, 6c

the paper. It will remain a fine line just as you have written it. Many other inks will not stand up under this test as they will fade out or spread on the paper. Our ink comes in powder form, packed in an envelope marked. Price, \$1.50. Suggested selling price, 45c to 75c.

We can also supply this ink in bulk at \$3.29 per pound. A pound makes 64 quart bottles. This ink makes a wonderful premium to give away with each fountain pen you sell. If you wish to put this ink up yourself we can supply the empty quart bottles in 2 dozen lots at 9c each. We can supply you with labels for this purpose at 35c per 100.

ELECTROS: We can supply you with a 2-inch electro for this ink at 50c.

GLASS POINTS


This illustration shows a glass point as it looks under a magnifying glass. It is a round ball point which will write smoothly on any kind of paper.

Wherever you sell one of our glass pointed fountain pens, sell your customer an extra point. A lot of extra profit can be made on the points as they cost you less than 6c each and sell for 15c.

 STRAIGHT POINTS No. 3333

 DOUBLE POINTS No. 3332

 TWISTED POINTS No. 3331

No. 99. Extra points for our No. 8, No. 30 and No. 52 screw feed pens. 

ALL GLASS POINTS SAME PRICE

Suggested selling price, 15c.

Wholesale Sample, 6c Dozen, 70c Gross, \$6.95

MAGIC WRITING PAD

No. 379. You write directly on a transparent surface with pencil, match or toothpick. The message is shown as if written in ink. When paper is lifted writing disappears as if by magic. You can write over same surface many times. Useful as memorandum pad. Good advertising specialty. Weight, per dozen, 10 oz. Suggested selling price, 10c.

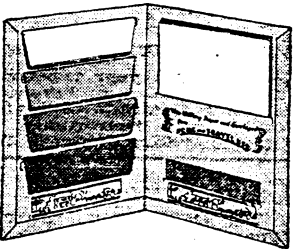
Large Size Pad, Sample, 6c Dozen, 55c Gross, \$5.95

SMALL MAGIC PAD

No. 245. Same as above, but about half as large. Suggested selling price, 5c.

Wholesale Sample, 2c Dozen, 10c Gross, 95c

STATIONERY PORTFOLIO




No. 61. Contains 24 envelopes and sheets of real high grade writing paper. Packed in a folio that can be folded up and requires little space. Excellent for use when traveling. A fancy blotter included. Packed 12 to a carton, weight, 9 lbs. Can be supplied either all plain white or assorted colors. Please mention kind wanted. Suggested selling price, 40c.

Wholesale Sample, 20c Dozen, \$2.28 Gross, \$25.92

SWANBERG MECHANICAL PENCILS

No. 276. Has extra leads and eraser. Wholesale Price, 25c. Prices While Stock Lasts. Per Dozen, 85c

14-K GOLD PLATED POINTS

 No. 423. Small and medium size. Dozen, 20c Gross, 95c
No. 424. Large and extra large size. Dozen, 25c Gross, 98c

RUBBER INK CONTAINERS

No. 128. Will fit any of our pens. Sizes, small, medium, and large.

Wholesale Sample, 4c Dozen, 39c Per Hundred, \$2.75

SHOW CARD INSTRUCTION BOOK

No. 729. A self instructor in the art of show card writing and lettering. Contains 100 pages showing designs and advertising phrases for every kind of business. Weight, each, 3 oz. Suggested selling price, \$2.00.

Wholesale Price, Each, 95c

STAINLESS POINTS

The latest development in low priced points. Absolutely will not tarnish or rust. Will write nearly as well as the regular 14-K iridium points.

No. 427. Small and medium size. Dozen, 13c Gross, \$1.25

No. 428. Large size. Dozen, 14c Gross, \$1.35

LADIES' PURSE PENCIL

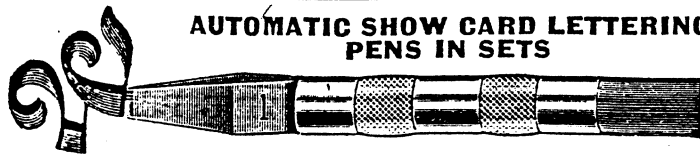
No. 265. Length, 3 inches. Pencil is expel movement only. Has ring on end for ribbon. Uses standard size leads. Made of metal and gilt finish in pink, green and purple. Just the thing for bridge and other uses. Weight, each, 1/2 oz.

Suggested selling price, 10c.

Wholesale Sample, 5c

Dozen, 45c Gross, \$4.08

AUTOMATIC SHOW CARD LETTERING PENS IN SETS



No. 727. We have selected the best sizes which will just fit in for card writing, ornamental lettering, price tickets, show cards, etc. Six assorted sizes, shading and marking pens packed in a neat box with complete instructions and model alphabets as well as numbers. This makes a big seller to merchants or dealers for show card writing. Pen is made from specially prepared non-corrosive metal. Any person writing an ordinary hand can use the automatic lettering pen with very little practice. Here is real profit to you. Weight, per set, 4 oz.

Suggested selling price, \$1.75.

Wholesale Sample, Set, 95c

Dozen Sets, \$8.75

Gross Sets, \$98.50

SHOW CARD WRITING INK

No. 728. Lettering inks for marking, show card writing, etc. Flows freely, gives a clear, cut shade and has a decidedly rich color. Comes in black, blue, green and red. Comes in a 1 oz. bottle with screw cap. Weight, each, 3 oz. Suggested selling price, 20c.

Wholesale Sample

15c

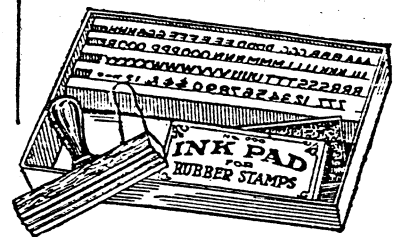
Doz, Bottles, \$1.35

PARCEL POST MAILING LABELS

No. 160. The illustration shows an exact duplicate of this label. Put up 50 labels in a pad with a blotter cover and parcel post rates printed on the back cover. Everybody needs them. It insures against loss in mailing packages. Weight, each, 2 oz. Suggested selling price, 25c.

Wholesale Sample Pad, 10c Dozen Pads, 98c Gross Pads, \$10.80

STAMPING OUTFITS



ABCDEFGHIJKL

(Style and size of type)

No. 32. Solid rubber type made from first grade fresh stock. Characters are clean cut and make a good impression. You will be surprised at the nice work you can turn out with this outfit. Has twice as much type as illustration. Excellent for imprinting coupons and circulars. Suggested selling price, 75c.

Wholesale Sample, 39c

Dozen, \$3.96 Gross, \$39.00

LARGE SIZE

ABCDEFGH

(Above letter show actual style and size of type.)

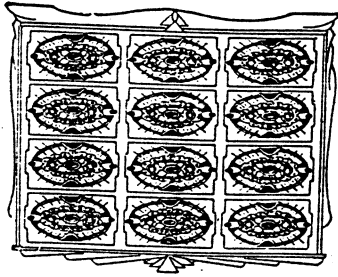
No. 34. For office and home use. Characters are very accurate and clean cut. Each outfit contains tweezers, ink pad saturated with ink, one single line holder and one two-line holder, complete set of type of two to five of each letter of the alphabet and also (2-4%) etc. Saves time and money. Weight, each, 1 lb. Suggested selling price, \$2.75.

Wholesale Sample, \$1.75

Send \$2.00 deposit with all C. O. D. orders under \$10.00.

Carded Goods That You Can Sell To Dealers

MAKE UP TO \$10.00 TO \$30.00 A DAY



BROOCH PINS

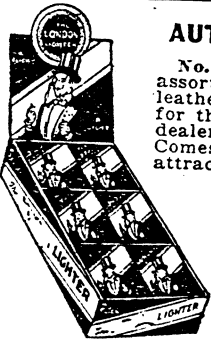
No. V566. Assorted styles, colors and designs. A good seller to the dealer at 75c per dozen. The very latest in brooch pins. One dozen on a display

card. Weight, per card, 7 ozs. Suggested selling price, 10c.

Wholesale Sample **6c**

Dozen, 55c

Gross, \$5.75



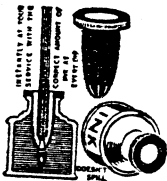
AUTOMATIC LIGHTER

No. M170. Nickel finish in assorted attractive colors, leather covering. A real value for the money. Good seller to dealers at \$3.75 per dozen. Comes packed one dozen in attractive display carton.

Weight, per dozen, 1 1/2 lbs. Suggested selling price, 50c to 75c.

Wholesale Sample **30c**
Dozen, \$2.95
Gross, \$33.00

STAIN-PRUF INK FOUNT



No. 240. Installed instantly in any size ink bottle. Prevents spilling of ink when bottle is tipped over. Makes a desk set. Always the right amount of ink on your pen. Fountain pens can be filled without getting pen and fingers dirty with ink. Comes packed 2 dozen in display box, complete with sample ink bottle and penholder. Sells to dealers at \$2.40 per carton. Suggested selling price, 15c to 25c.

Wholesale Sample **12c**

Dozen, \$1.10; Per carton of 2 dozen, \$1.98; Lots of 2 cartons or more, \$1.70 per carton.

BONDED ASPIRIN TABLETS



No. T156. Packed 12 5-grain tablets in a tin box and 12 boxes in an attractive display carton. A good seller to dealers at 75c per carton. Weight, each, 7 ozs. Suggested selling price, per box, 10c.

Wholesale Price, Per Carton, Any Quantity, Each **38c**

ASPIRIN TABLETS

No. T157. Packed 36 packages on attractive display card. 4 tablets in each package. When sold this card brings in \$1.80. Good seller to dealer at 90c each. Weight, per card, 4 ozs.

Wholesale Price, Per Card, Any Quantity, Each **39c**

BLUE BLADES

No. H18. Extra fine quality, made from the best Swedish chrome steel. Better than most well advertised brands. Packed 24 packages on display card and 3 blades in each package. A good seller to dealers at \$1.65. Weight, per card, 12 ozs.

Wholesale Price, Per Card **\$1.19**
10 Card Lots, \$1.15 Per Card

PERFUME ON DISPLAY CARDS

No. T96. Packed 20 small bottles on card. Brings in \$2.00. Suggested selling price to dealers, \$1.20. Weight, per card, 10 ozs.

Wholesale Price, Per Card, Any Quantity, Each **68c**

FREE! DISPLAY CARDS

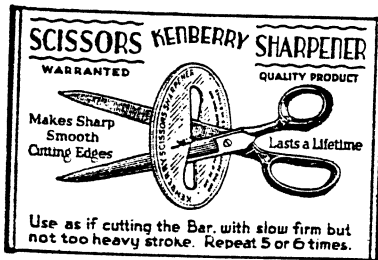


Any of our glass point pens can be mounted on this display card and make excellent sellers to dealers. We give you such low prices on all of our pens that you can make at least 50 to 100% profit. This card is attractively lithographed in four colors.

NO. 8 PEN

The above picture shows our No. 8 pen. Can be sold to dealers at \$3.85 per dozen. Dealer can sell pens as low as 49c and still make a big profit.

Wholesale Price, Per Card, \$2.45



Dozen, 40c

Wholesale Sample **4c**

No. K33. A new specialty that is taking the country by storm. A good house to house specialty. Put up one dozen on display card. A good seller to dealers at 65c per card. Weight, each, 1 lb. Suggested selling price, 10c.

Gross, \$4.20

RE-NIT

Ends runs instantly

No. T451. Apply a DROP and you seal the broken thread. Quicker and neater than when done with needle and thread. It is permanent. Comes in small size tube, sealed, convenient to carry in your purse ready for any run. One dozen on display card. Weight, per card, 6 ozs. A good seller to dealers at \$1.75 per card. Suggested selling price, 25c.

Wholesale Sample **15c**

Dozen, \$1.18
Gross, \$11.40

STOP-THAT-RUN IN YOUR HOSE

A SMALL DROP APPLIED WILL STOP ANY RUN PERMANENTLY. QUICKER AND NEATER THAN WHEN DONE WITH NEEDLE AND THREAD



STOPS RUNS INSTANTLY
PRICE 25c



SAVE YOURSELF EMBARRASSMENT
CARRY A TUBE IN YOUR PURSE

SILK THREAD FOR RESTRING PEARLS OR BEADS

No. 1020. Has two yards of thread in each package. A special bead needle and a double safety class are enclosed with each package. On dozen cellophane wrapped packages on a display card. Weight, per card, 3 ozs. A good seller to dealers at 75c per card. Suggested selling price, 10c.

Sample Package.. **6c**

Per card of 1 dozen pkgs., any quantity, 49c.

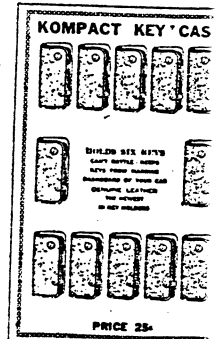


KOMPACT KEY CASE

No. M155. Made of genuine leather. Will hold at least six or more keys. One dozen assorted colors on display card. Weight, per card, 8 ozs. A good seller to dealers at 95c per dozen. Suggested selling price, 10c to 15c.

Wholesale Sample **6c**

Dozen, 55c
Gross, \$5.85



BEAD CHAIN KEY HOLDER

No. M157. Holds the main key separate from the rest. Solid nickel silver bead chain. Each bead a swivel and therefore is kinkless. Tensile strength, 60 lbs. One dozen on attractive display card. Weight, dozen, 4 ozs. Suggested selling price, 10c.

Wholesale Sample **6c**

Dozen, 55c
Gross Lots, Per Dozen, 55c

No. M156. Each bead a swivel and therefore is kinkless. Cannot tangle. Tensile strength, 60 lbs. One dozen on attractive display card. Weight, dozen, 3 Suggested selling price, 10c.

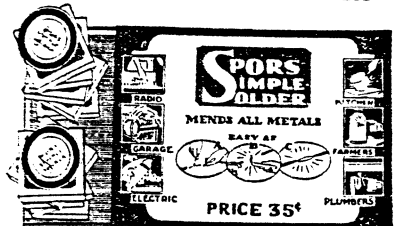
Wholesale Sample **5c**

Dozen, 35c

Gross, \$



SPORS' SIMPLE SOLDER



No. H260. All you need is Spors' Simple Solder and heat to make the smoothest and cleanest of soldering. Full directions with each box. Proved by the National Board of Underwriting. Popular Science. One can contain sufficient solder for 200 soldered joints. One dozen packages in neat colored display card. A good seller to dealers at \$1.95 per dozen. Suggested selling price, 10c.

Wholesale Sample **11c**

Dozen, \$1.15

Gross, \$18

A COMPLETE LINE OF KNIVES AT NEW LOW PRICES

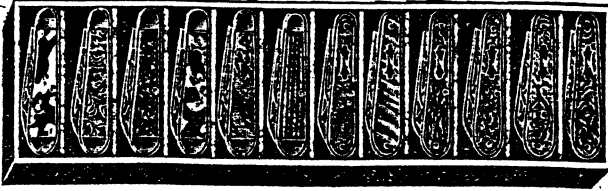


MEN'S PEN KNIFE

No. H 6 2 0. Length, closed, 3 1/4 inches; with shackle to attach to chain. Assorted non-breakable colored celluloid handles to match almost any of our pens in colors: black-white, green-black, onyx, etc. Brass lined, solid nickel silver tips and shield. Two blades consisting of blades, both full polished. Weight, each, 1 oz. Suggested selling price, 50c to 75c.

Wholesale Sample..... **35c** Dozen, \$3.35

OUR BIGGEST VALUE BOYS' KNIFE



No. H210. Length, closed, 3 inches. Smooth, non-breakable celluloid handles in assorted colors. Has two blades, one large spear blade and one pen blade, both full polished. Weight, each, 1 1/4 ozs. Suggested selling price, 25c.

Wholesale Sample..... **15c** Dozen, \$1.50

CATTLE OR FARMER'S KNIFE

No. H 3 4 7. Length, closed, 3 1/2 inches. Smooth, non-breakable celluloid handles in assorted colors. Brass lined, solid nickel silver bolsters and shield. Three-blade knife consisting of large master blade, spey blade and punch. All blades full polished. Weight, each, 2 1/4 ozs. Suggested selling price, 50c to 75c.



Wholesale Sample.... **39c** Dozen, \$3.98

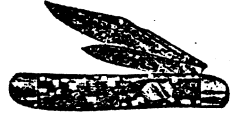
MEN'S PEN KNIFE

No. H 6 1 8. Length, closed, 3 inches. Assorted non-breakable celluloid handles. Brass lined, solid nickel silver trimmed. Two blades, spear and pen, both full polished. Weight, each, 1 oz. Suggested selling price, 35c to 50c.



Wholesale Sample..... **18c** Dozen, \$1.95

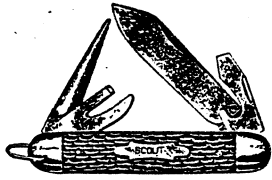
HEAVY JACK KNIFE



No. H155. Length, closed, 3 1/4 inches. Smooth, non-breakable celluloid, pearl-like handles in assorted colors. Brass lined, solid nickel silver cap, bolster and shield. Two-blade knife consisting of large clip blade and pen blade, both full polished. Weight, each, 2 ozs. Suggested selling price, 50c.

Wholesale Sample..... **29c** Dozen, \$2.65

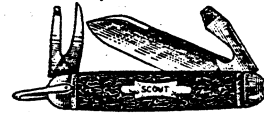
REGULATION SIZE SCOUT KNIVES



No. H249. Length, closed, 3 1/2 inches. Full size. Assorted non-breakable imitation pearl and stag handles. Brass lined, solid nickel silver bolster and shields. Four-blade knife consisting of one large spear master blade, cap lifter and screw driver, can opener, belt punch. All blades full polished. Has shackle to attach to chain. Weight, each, 3 ozs. Suggested selling price, 50c to 75c.

Wholesale Sample..... **39c** Dozen, \$3.98

JUNIOR SIZE SCOUT KNIVES



No. H413. Length, closed, 3 1/2 inches. Assorted non-breakable celluloid and stag handles. Brass lined, polished bolsters and shield. Has three blades consisting of large spear blades, screw driver and cap lifter, and can opener. Has shackle to attach to chain. Weight, each, 2 ozs. Suggested selling price, 35c to 50c.

Wholesale Sample..... **22c** Dozen, \$1.98

MIDGET SCOUT KNIFE

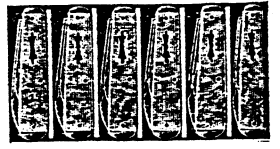


No. H236. Length, closed, 2 1/4 inches. Assorted colored non-breakable celluloid handles. Brass lined, solid nickel silver bolster and shield. Has three blades consisting of spear blade, screw driver and cap lifter, and can opener. Has shackle to attach to chain. Weight, each, 1 oz. Suggested selling price, 35c to 50c.

Wholesale Sample..... **22c** Dozen, \$1.98

IMITATION PEARL-LIKE HANDLE BOYS' KNIFE

No. H60. Length, closed, 3 inches. Non-breakable composition pearl-like handles. Brass lined, solid nickel silver tips and shield. Two-blade knife consisting of large spear and pen blade, both full polished. Weight, each, 1 1/4 ozs. Suggested selling price, 25c to 35c.



Wholesale Sample..... **18c** Dozen, \$1.95

CHARM KNIVES



No. H616. Assorted lengths of 2 and 2 1/4 inches. Assorted colored celluloid handles. Nickel silver and brass lined. Has one pen blade, full polished. Fitted with shackle to attach to chain. Weight, each, 1/2 oz. Suggested selling price, 15c to 25c.

Wholesale Sample..... **9c** Dozen, 85c Gross, \$9.00

PEN KNIFE WITH NAIL FILE



No. H615. Length, closed, 3 1/4 inches. Assorted, non-breakable, colored celluloid handles. Brass lined, solid nickel silver tips and shield. Full polished spear blade and flexible triple cut nail file. Colors, to match any of our pens such as blue gold, black hairline, onyx, etc. Weight, each, 1 oz. Suggested selling price, 50c to 75c.

Wholesale Sample..... **29c** Dozen, \$2.98

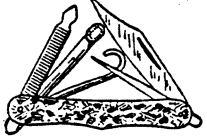
TOOTHPICK KNIVES



No. H234. Toilet knife. Consists of ear spoon, toothpick and spear point, polished blades. Transparent celluloid handle in assorted colors. Metal lined with metal shield. Weight, each, 2 ozs. Suggested selling price, 10c.

Wholesale Sample..... **3c** Dozen, 22c Gross, \$2.15

5-IN-1 TOOTHPICK KNIFE.



No. H233. Novelty pocket knife with 1 blade, toothpick, shoe hook, ear spoon, nail file. Celluloid handles. Weight, dozen, 3 ozs. Suggested selling price, 10c.

Wholesale Sample..... **3c** Dozen, 25c Gross, \$2.45

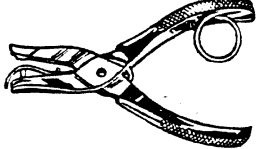
SCRAPER AND CUTTER



No. H270. A tool of many uses. For the housewife, painter, storekeeper, artist and mechanic. Put your old razor blades to work. Use any Gillette style razor blades. A SCRAPER, for removing paint, chewing gum, plaster, etc., from windows, floor, etc. A CUTTER, for ripping seams, cutting bastunks, patterns, window shades, etc. Ideal for paper hangers. A KNIFE, for artist, signwriter, office use. Cutting Bristol Board, clipping newspapers, etc. AND MANY OTHER USES. This article must be seen to be appreciated. Made of aluminum. Handle large enough to afford an excellent grip. Packed each on a card with complete instructions. Weight, each, 1 oz. Suggested selling price, 25c.

Wholesale Sample..... **16c** Dozen, \$1.68 Gross, \$18.60

TICKET PUNCH



No. H85. For punching tickets, trade cards, meal tickets, etc. Strongly built. Weight, each, 3 ozs. Suggested selling price, 25c.

Wholesale Sample.... **9c** Dozen, 98c

CUTS OR ELECTROS

We can supply you with any cut or electro as illustrated in this catalog at 50c each.

TEAR GAS GUN!

100% PROTECTION—NO INJURY

No. H469. Amazing invention. Has size, shape and appearance of fountain pen—BUT—it shoots TEAR GAS. A safe, effective substitute for dangerous firearms. Just point it—release safety trigger and—project a cloud of blinding TEAR GAS. Instantly stops, stuns and incapacitates the most vicious man or beast. No permanent injury. Criminals, morons, thugs, fear tear gas more than bullets. Needed in stores, banks, theatres, homes, everywhere to protect life and property. No skill required. Ideal protectors for motorists and women. Not a toy. Light in weight. Carried in vest pocket or purse just like a fountain pen. Sold only to responsible citizens. Two tear gas cartridges are included free with every pen-gun. Weight, each, 3 ozs. Suggested selling price, \$3.95.

Wholesale Sample..... **\$1.85**

Lots of 6, \$1.75 each. Lots of 1 dozen, \$1.65 each

EXTRA TEAR GAS CARTRIDGES. Weight, 1 oz. Suggested selling price, 50c.

Wholesale Sample..... **35c** Dozen, \$3.60

Tear gas pens and cartridges MUST BE SHIPPED VIA EXPRESS.